



OXFORD NETWORKS

www.oxfordnetworks.com

March 26, 2012

ConnectME Authority
Philip Lindley, Executive Director
Statehouse Station 138
Augusta, ME 04333-0138

Dear Mr. Lindley,
Oxford County Telephone & Telegraph has small service area remaining without broadband service in the Hartford, Maine area that is served out of the Canton exchange. We have hopes to expand to this area at some point in the future. This area exists beyond the 21 kft mark that we work with as an engineering limit on how far from a Central Office we will offer broadband. We consistently receive requests from these areas but it has been cost prohibitive to expand to them. Since we are in the incumbent for these areas, there are no other service providers that we are aware of at this time.

Our plans to offer service into these areas will utilize new Adtran hardened DSLAMs that will be fed by copper and fiber umbilical's back to the Central Office. We expect to be able to offer up to 5 Meg downstream and 1 Meg up in most cases from these deployments with expectations of exceeding that rate in the future. If we were awarded the grant monies, we estimate that it would take 12 to 18 months to deploy from project commencement.

The following service area would receive 100% coverage capability based on the project plan. The subscription rate may be higher than average based on the history of not having access to broadband services in these rural areas. Our experience has been a take rate of 30%-40% in most areas.



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Project Summary

Service Area	Percentage Served	Est. Number Served	Total Cost
1. Hartford	100%	86	\$130,000

The total cost of the project would be \$130,000 of which Oxford County Telephone & Telegraph is prepared to provide 25% of the funding required. Therefore the amount of funding being requested for the Seventh Grant Round from the Connect ME Authority is \$97,500. Oxford County Telephone & Telegraph has a great deal of experience with offering broadband successfully to our customers. We started offering broadband to our customer base in 1998 and now successfully reach 90%+ of our dial tone subscribers with broadband services with an average take rate of 35%.

Sincerely,

Carl H. Richardson
Central Office Manager

cc: Dawna Hannan, Oxford Networks
Brian Paul, Oxford Networks